



September

2021

INVESTOR PRESENTATION



- LEASING SECTOR IN TURKEY

- COMPANY OVERVIEW

- LEASING PORTFOLIO

- FINANCIAL RESULTS



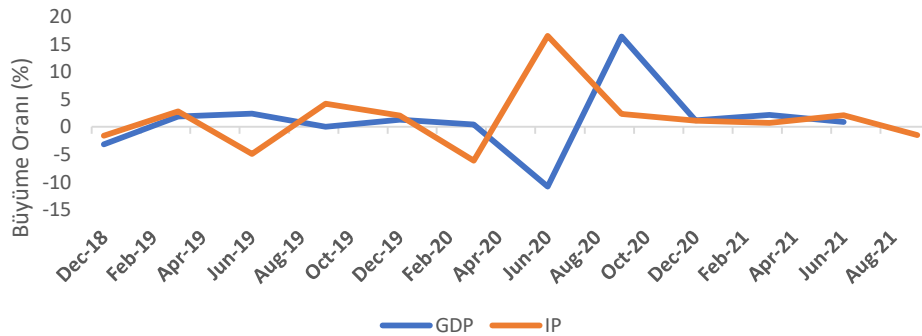
• Leasing Sector In Turkey

• Company Overview

• Leasing Portfolio

• Financial Results

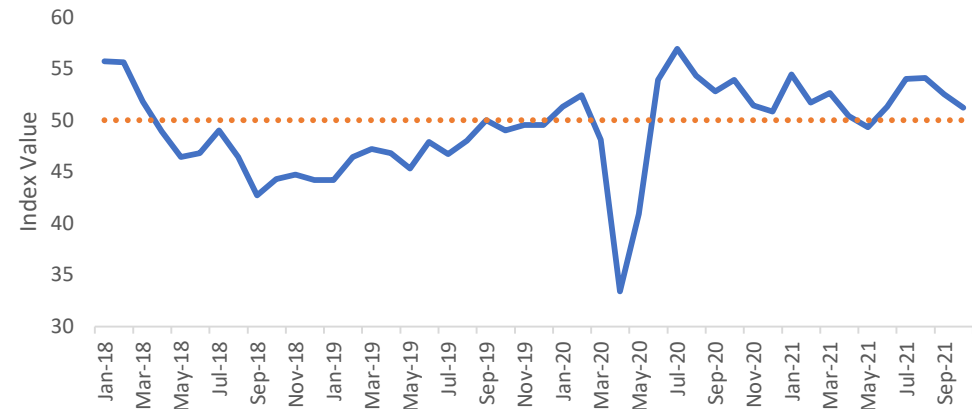
GDP and Industrial Production Growth (SWDA)



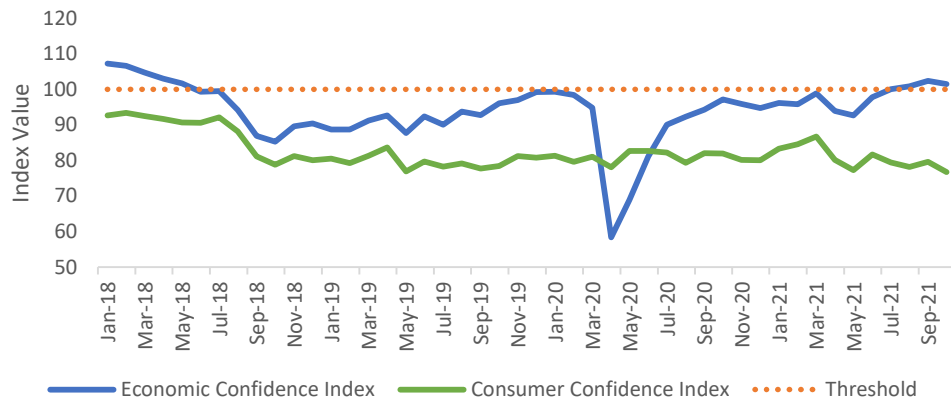
Despite the recent slowdown, the Manufacturing PMI index continues its course in the growth zone. While the strong reversal trend in economic activity supports this process, the tightening in the financial conditions and uncertainties regarding mid-term macroeconomic outlook are creating pressure on the trend.

The expectation for Turkey's 2021 year-end growth to be at double-digits is getting stronger. Although the leading data such as industrial production show some signs of slowdown in the recent period, there is no change in the main trend.

Manufacturing PMI



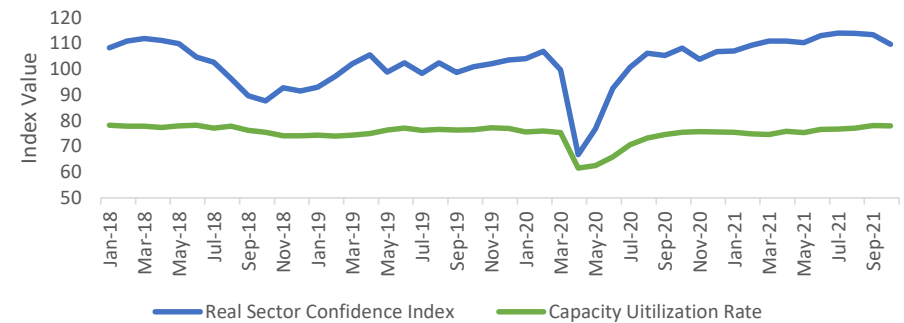
Confidence Indices



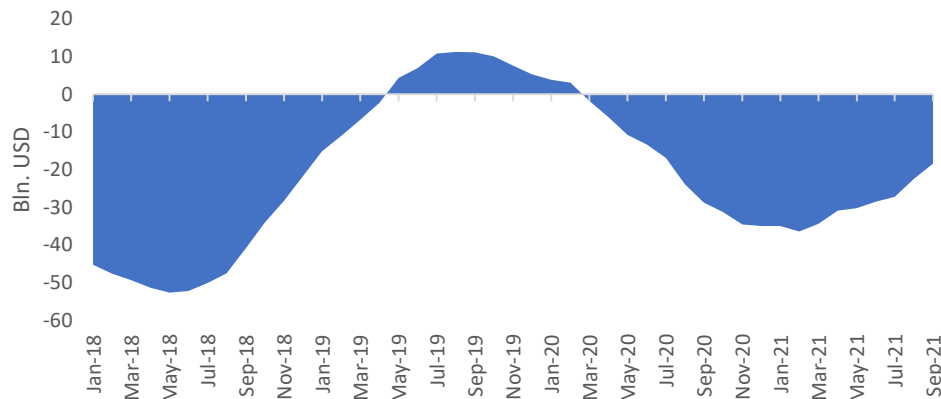
The economic confidence index has been above the threshold for four months. Consumer confidence, on the other hand, is in a downward trend due to the turmoil in the macroeconomic outlook.

The course of the real sector confidence index in the growth zone has been extended to 16 months. While the tightening process in financial conditions limited this trend, the index continues to support the strong growth expectations for 2021.

Real Sector Confidence Index and Capacity Utilization Rate



Cumulative Current Account Balance



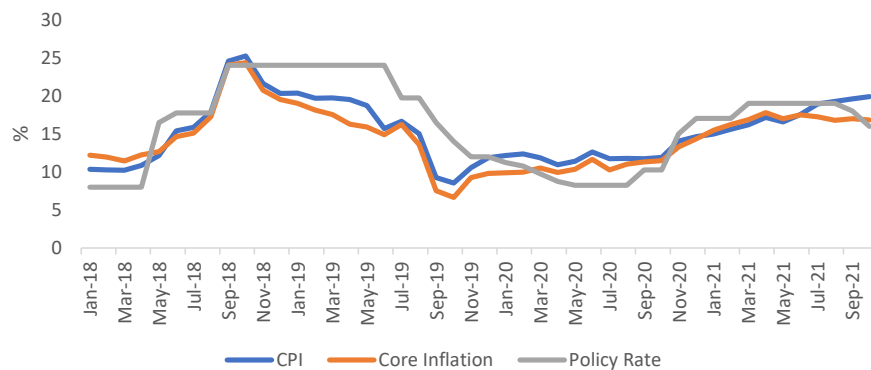
The recovery process in the CBRT's foreign exchange reserves continues. Reserve accumulating actions are expected to continue through the rest of the year.

The deterioration in the current account balance started to stabilize as expected. The revival in the economic activities of Turkey's main trade partners and the gains of tourism revenues that were deprived in 2020 supported this process.

Gross FX Reserves of the CBRT



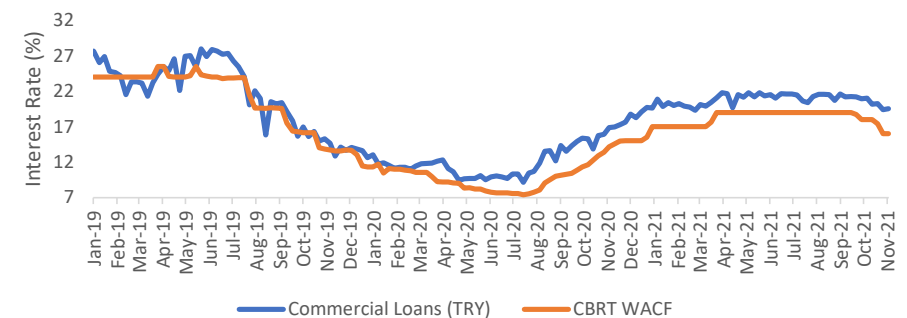
Inflation and Policy Rates



Along with the global inflationary pressure, the ongoing strong depreciation trend in TL due to monetary policy conditions supports the strong local inflationary pressure. Headline inflation reaching 19.89% and strong PPI pressure are expected to continue in the medium term.

Although loan growth has slowed down relatively compared to the previous year, the policy rate cuts are creating an opposite effect. Due to recent policy moves, the funding costs of banks have started to be reduced again. The effect on loan rates has been started to be seen.

Loan Rates and CBRT-Weighted Average Cost of Funding (CBRT-WACF)

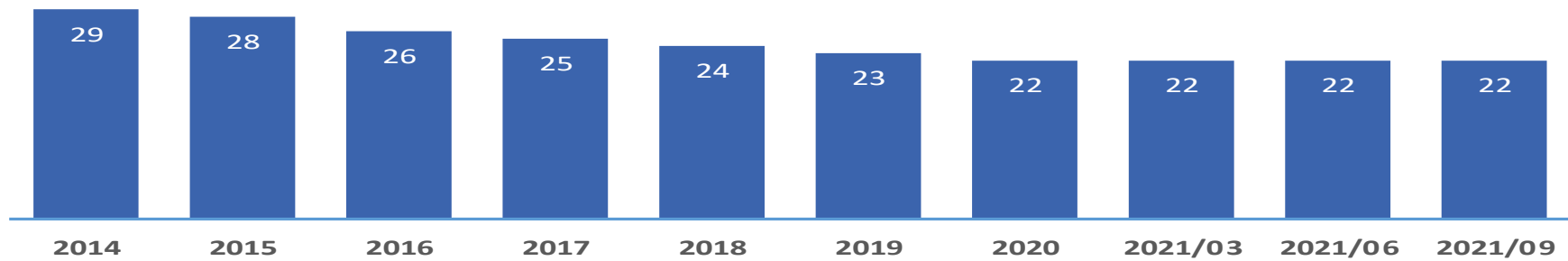


Advantages of Leasing

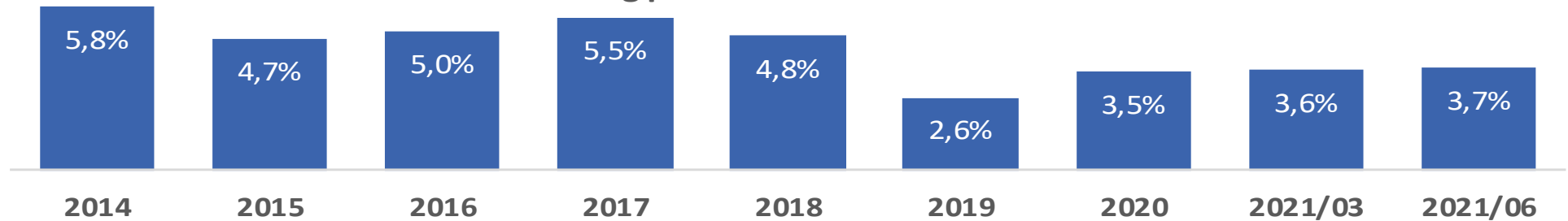


Number of Leasing Companies and Leasing penetration

Number of Leasing Companies

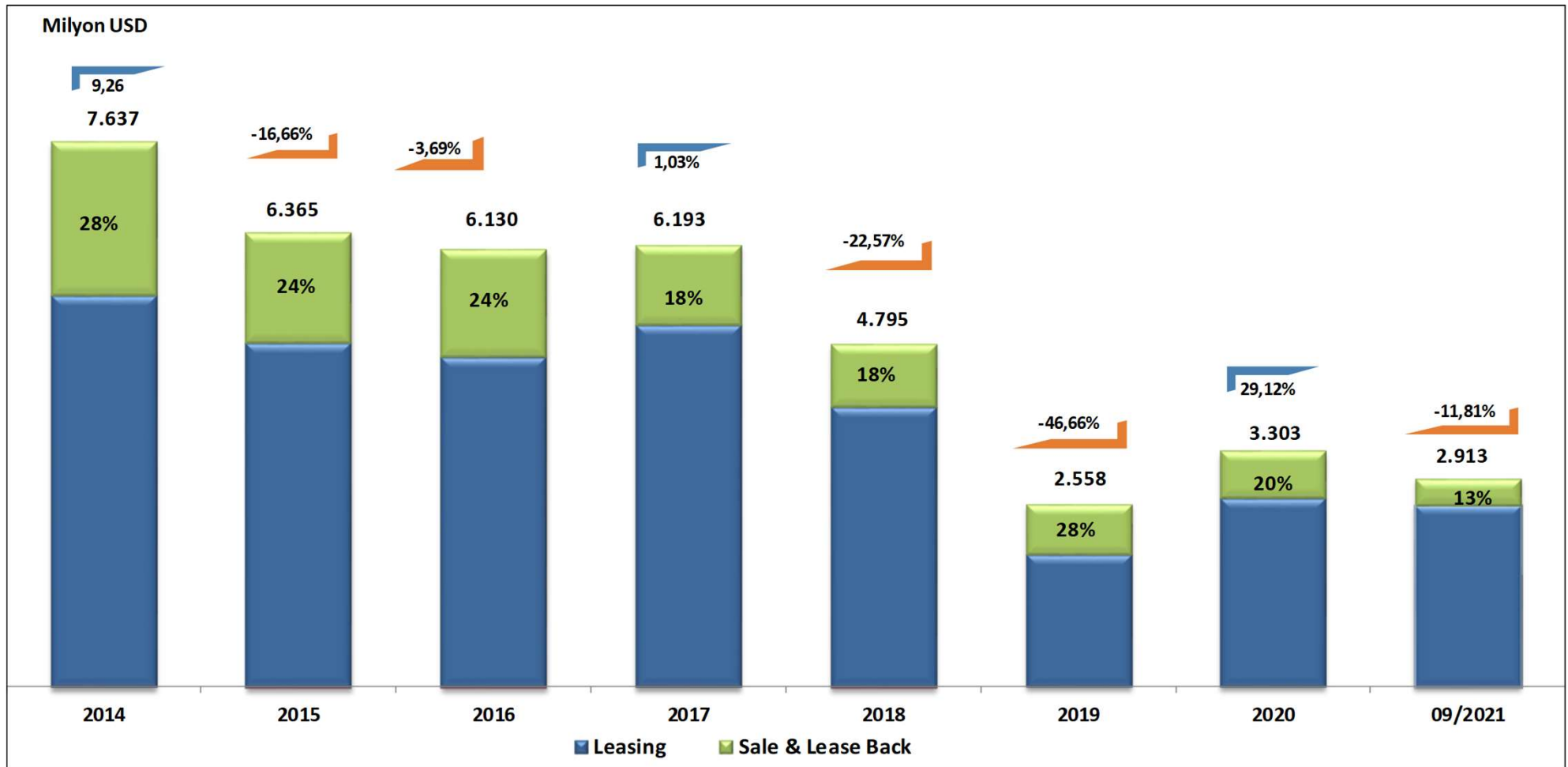


Leasing penetration



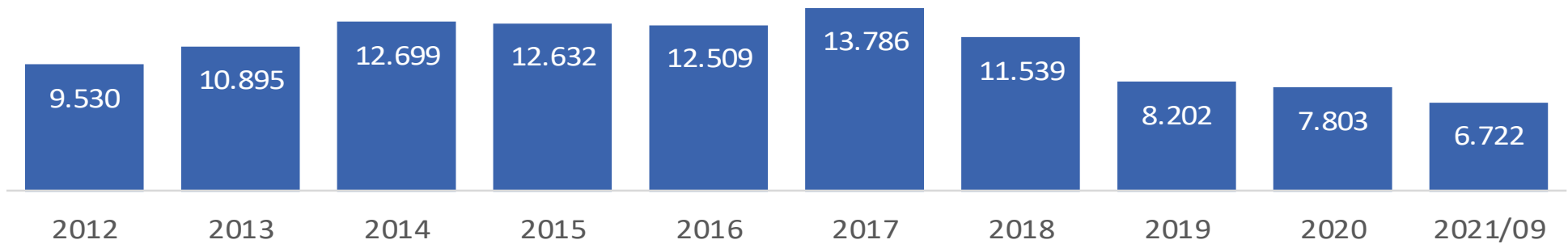
Penetration: Leasing volume/ Private sector fixed investments

Leasing Volume

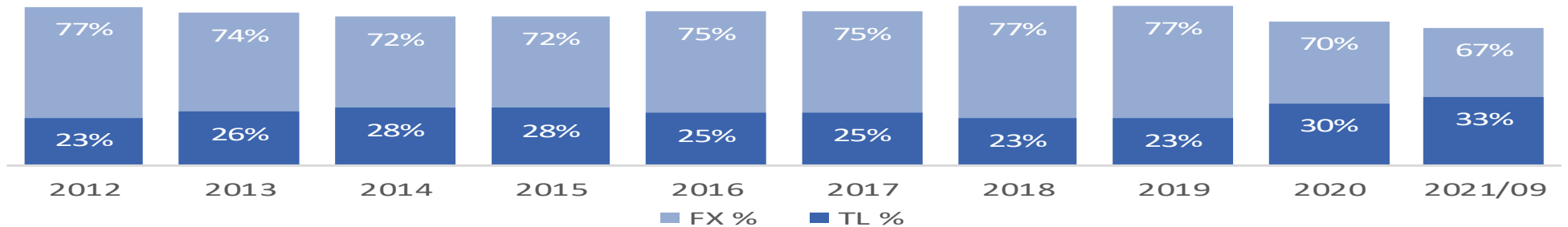


Portfolio Development

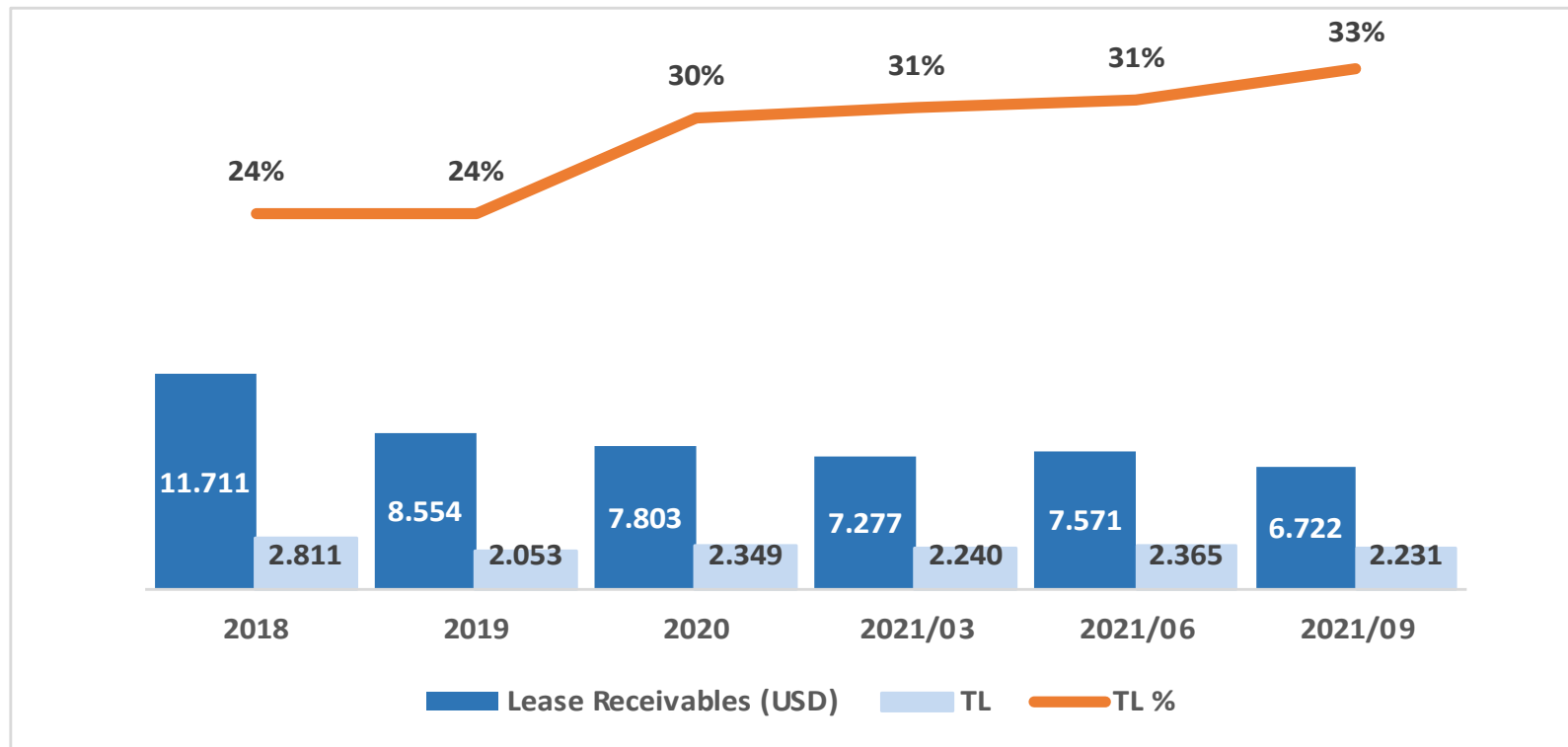
Leasing Receivables (USD)



Currency Distribution

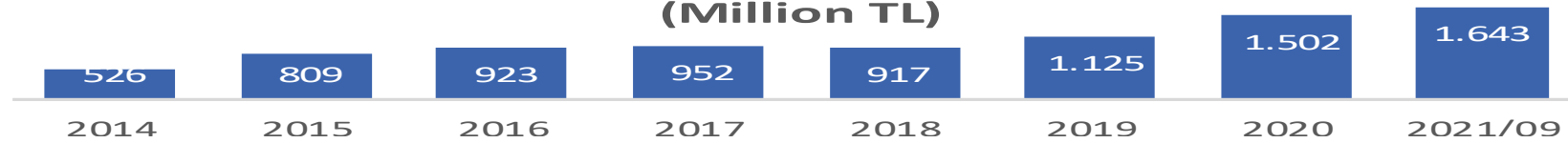


Portfolio Development

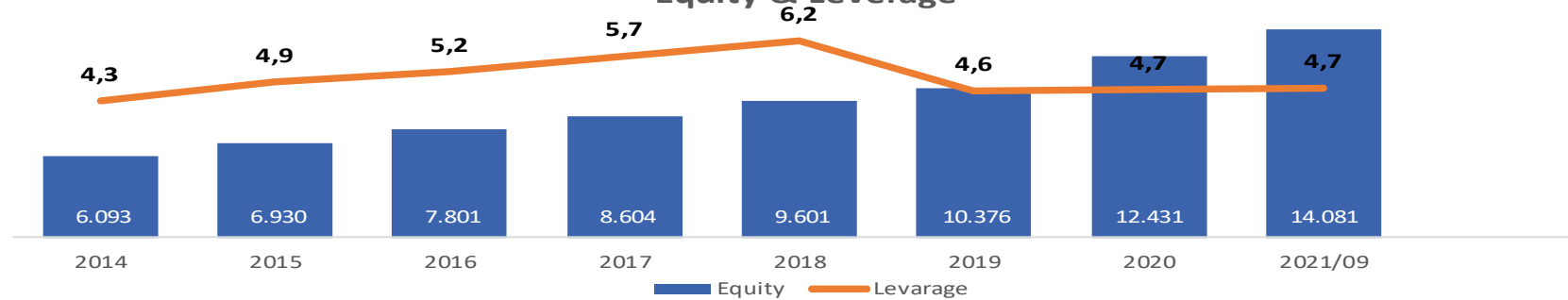


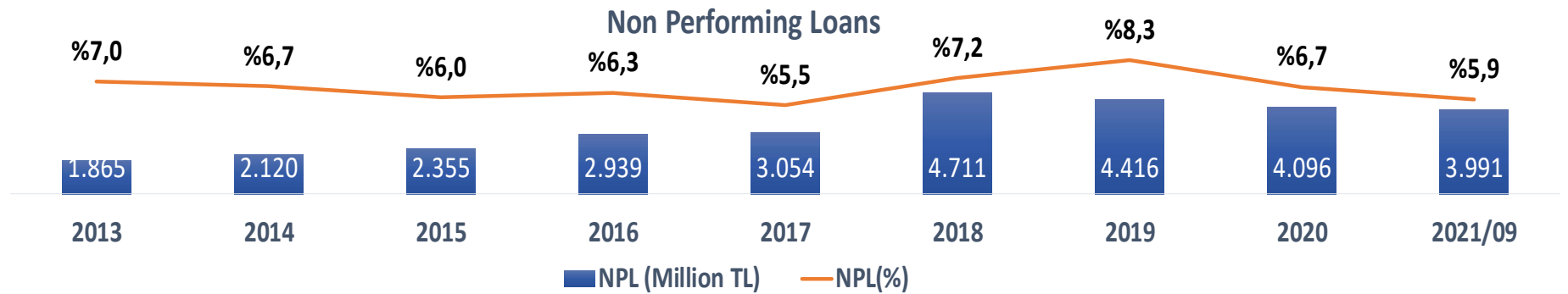
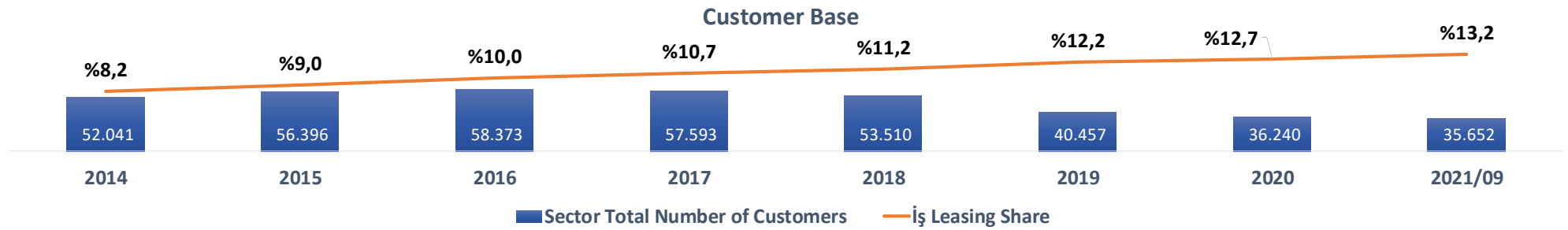
Profitability

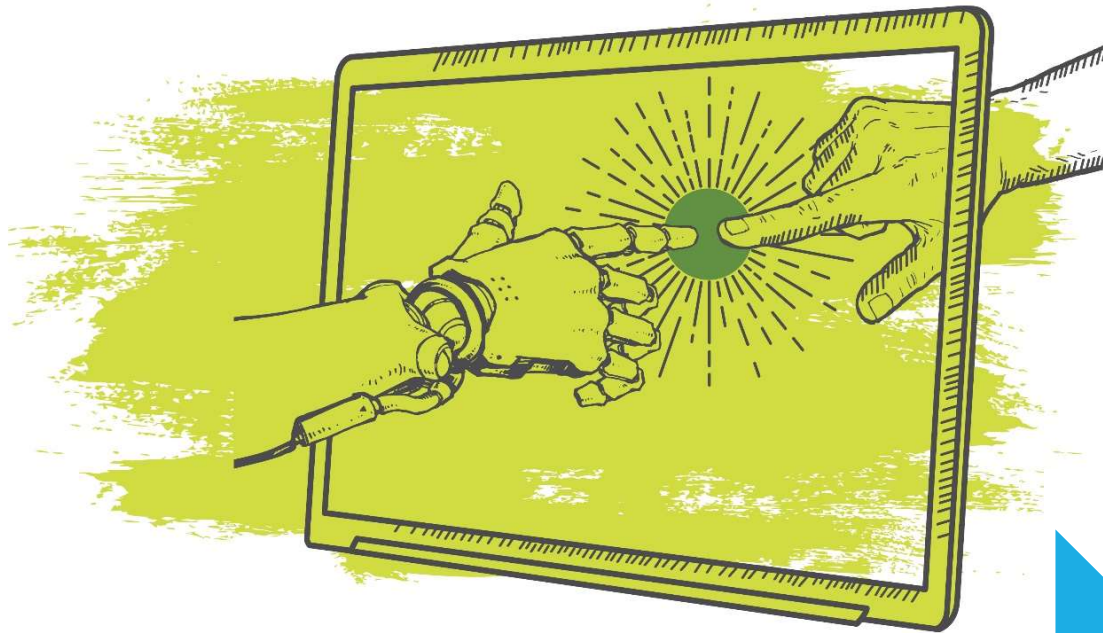
**Net Profit of Sector
(Million TL)**



Equity & Leverage







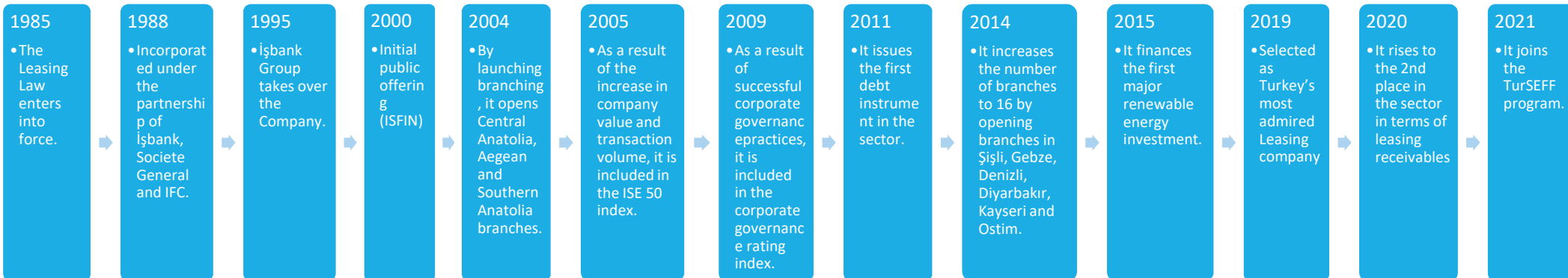
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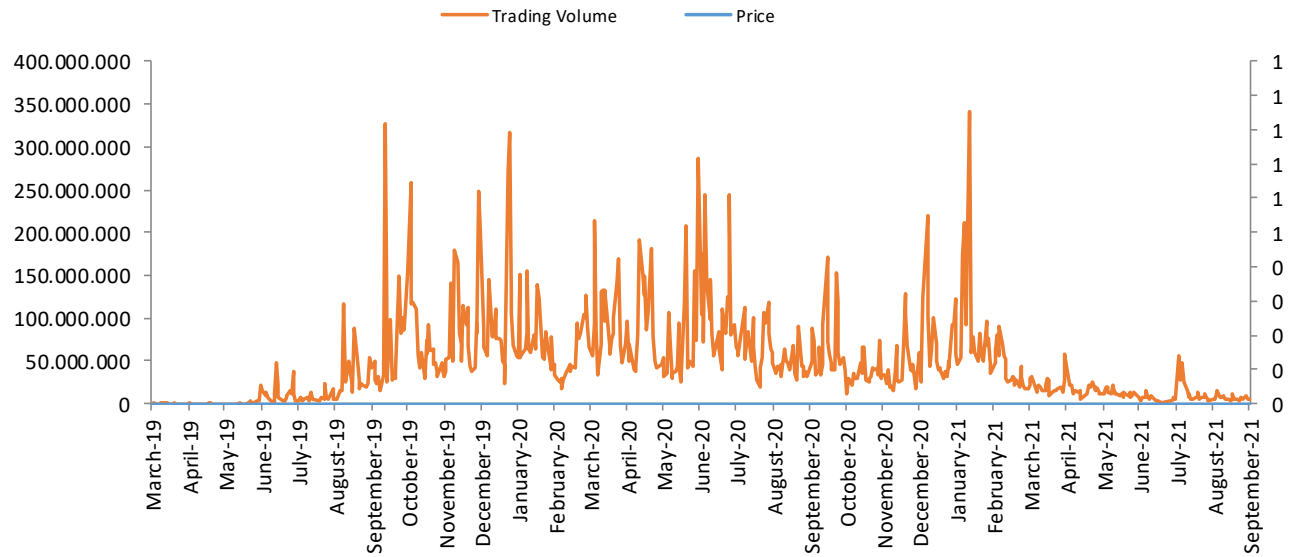
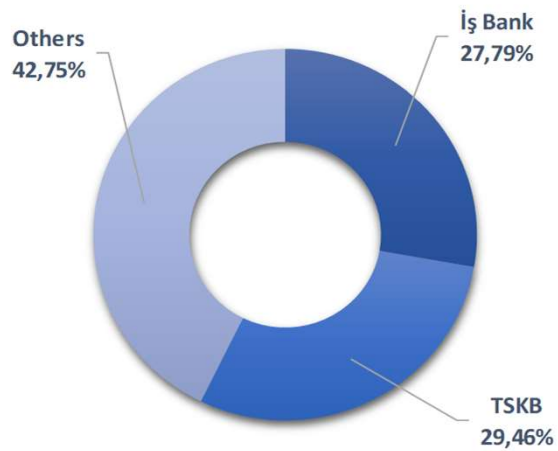
• Financial Results

Milestones

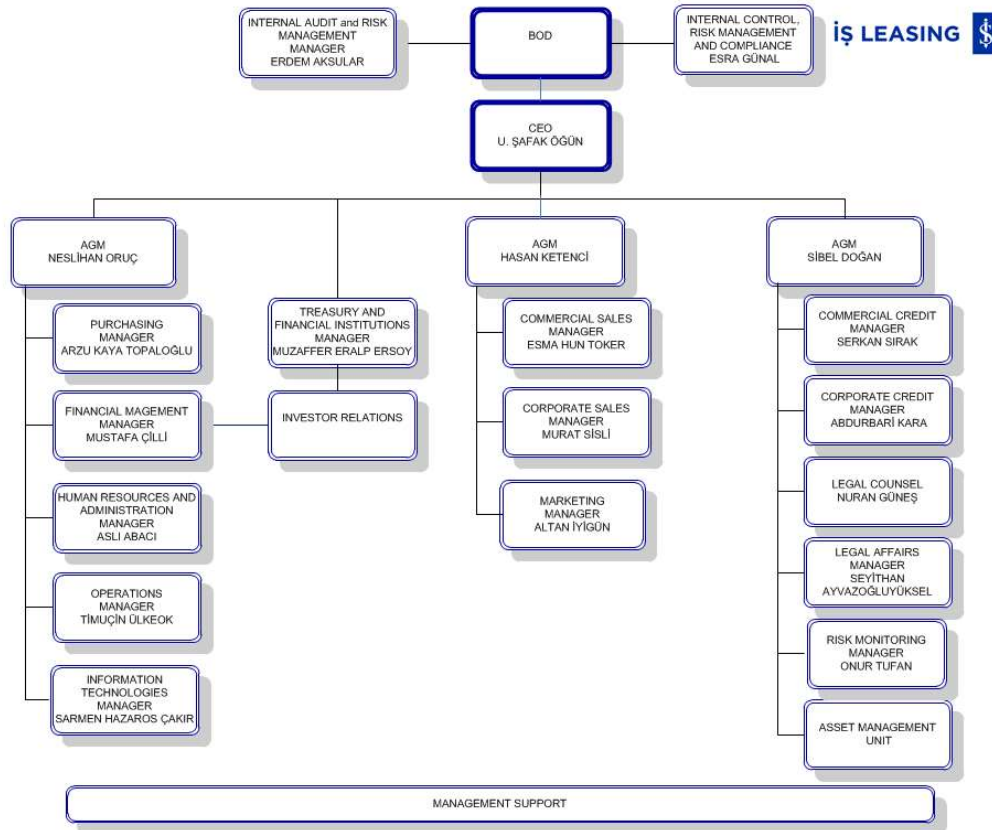


Shareholders

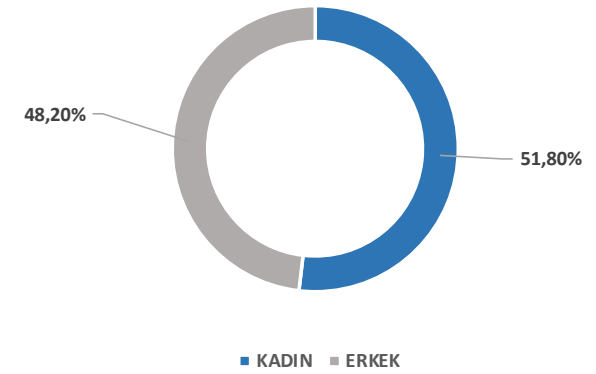
Share Structure(%)



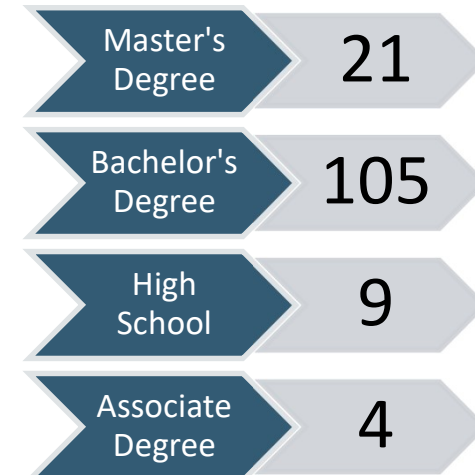
Organization Structure & Employee Base



GENDER

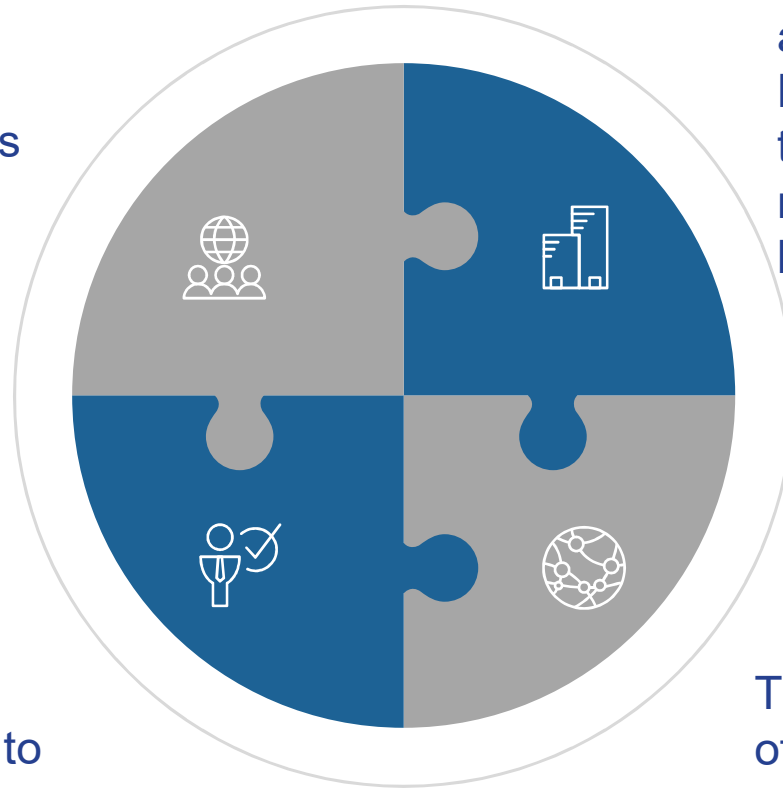


Education



Company Performance

With a new transaction volume of USD 442 million and a market share of 15,19%, İş Leasing carried its strong position in the sector one step further



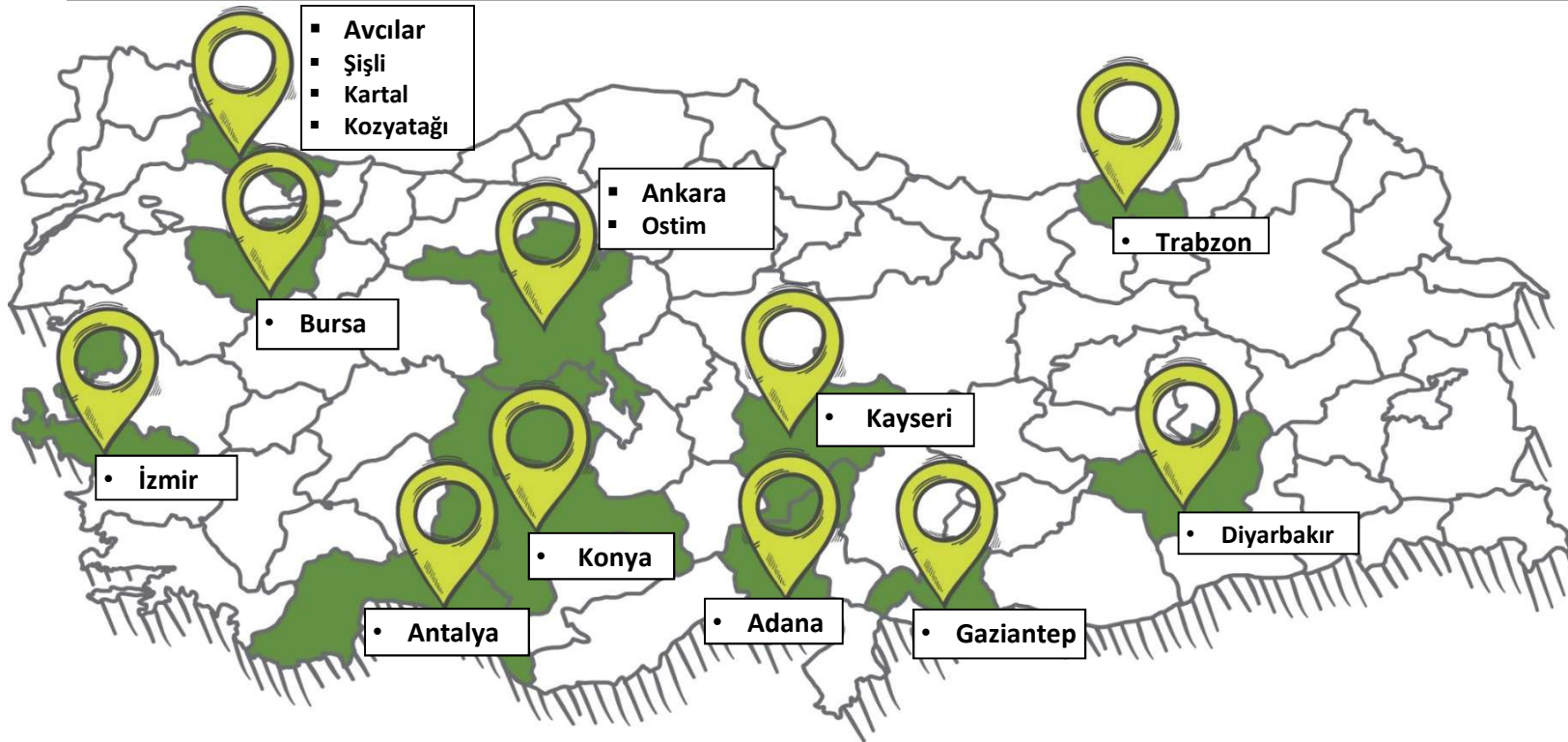
Net leasing receivables amounted to TL 13.1 billion. Leasing receivables amounted to TL 8.6 billion with 13.49% market share on the basis of leasing receivables.

The Company increased its shareholders' equity by 11% to TL 1.9 billion

The Company posted a net profit of TL 251 million.

Figures are as of June,30.09.2021

Branch Network



15
Branches



42
Sales Staff



139
Total Staff



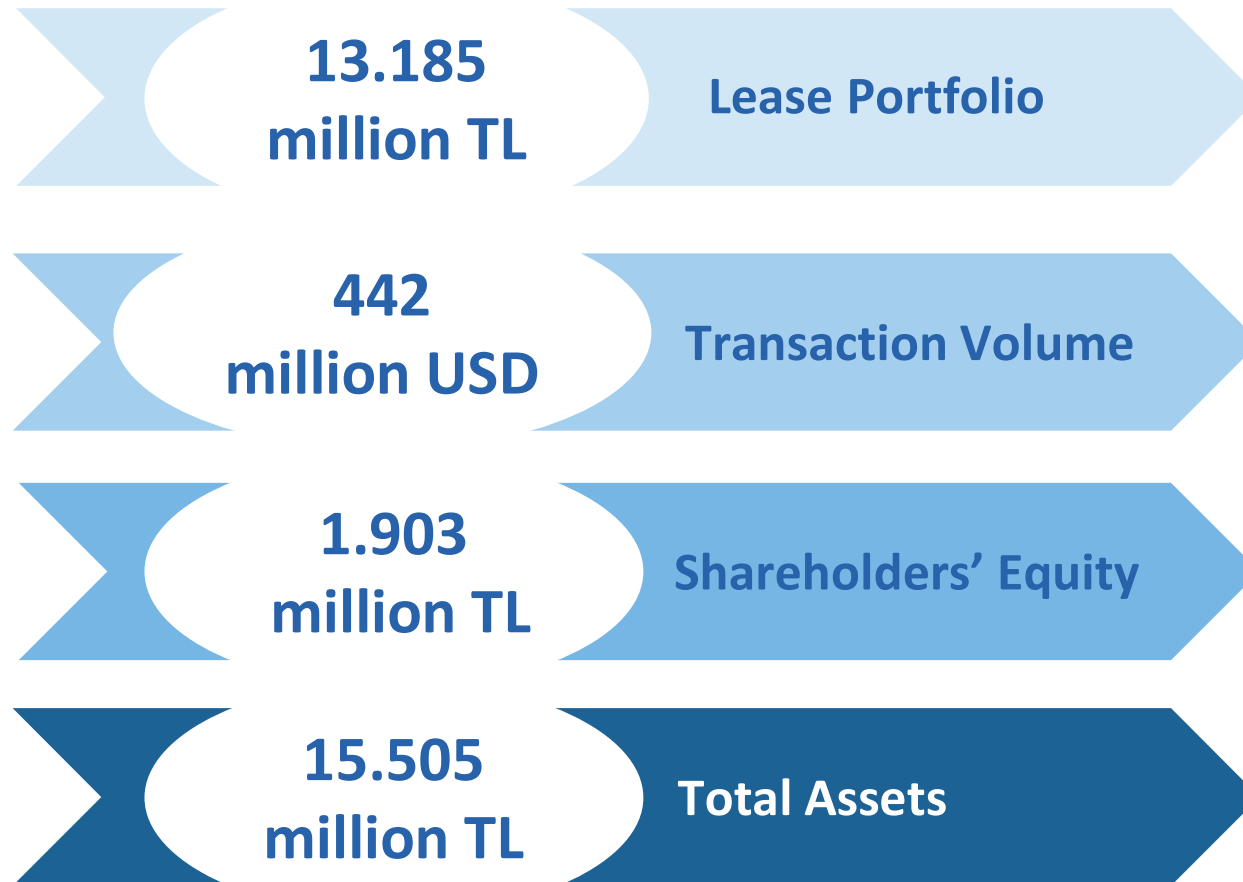
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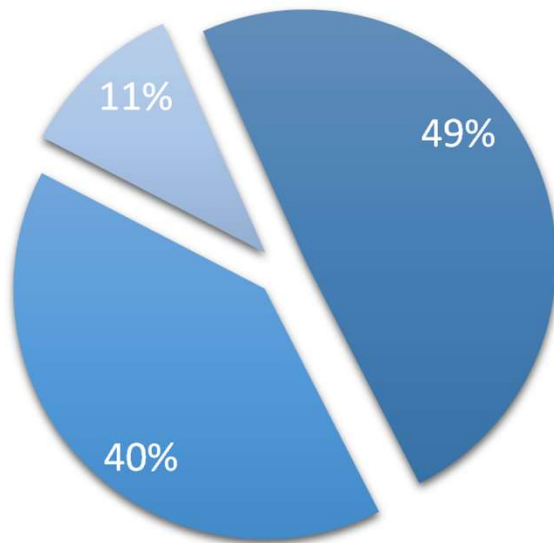
Consolidated Financial Indicators (30.09.2021)



Sales Channels

30.09.2021

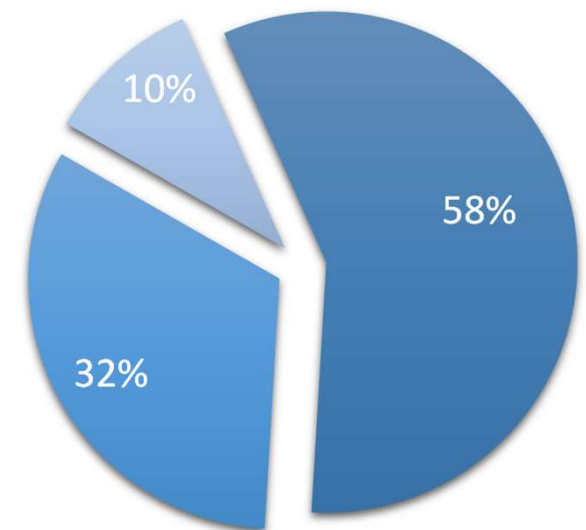
■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS



İşbank: 1342 local and 22 foreign branches, largest network among private banks.

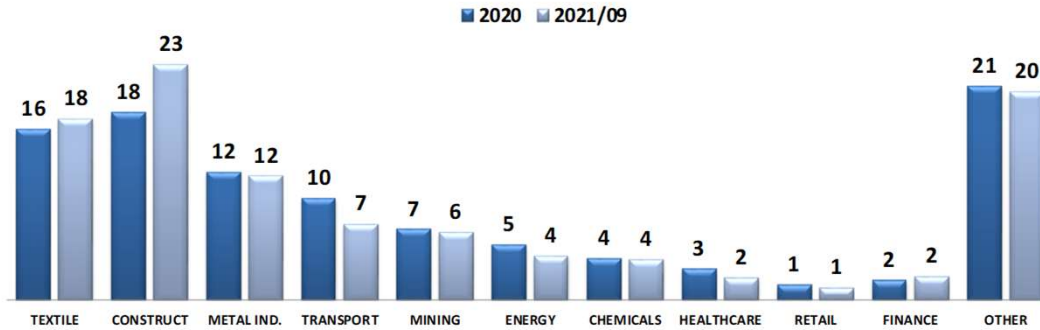
30.09.2020

■ İŞ BANK ■ DIRECT MARKETING ■ VENDORS

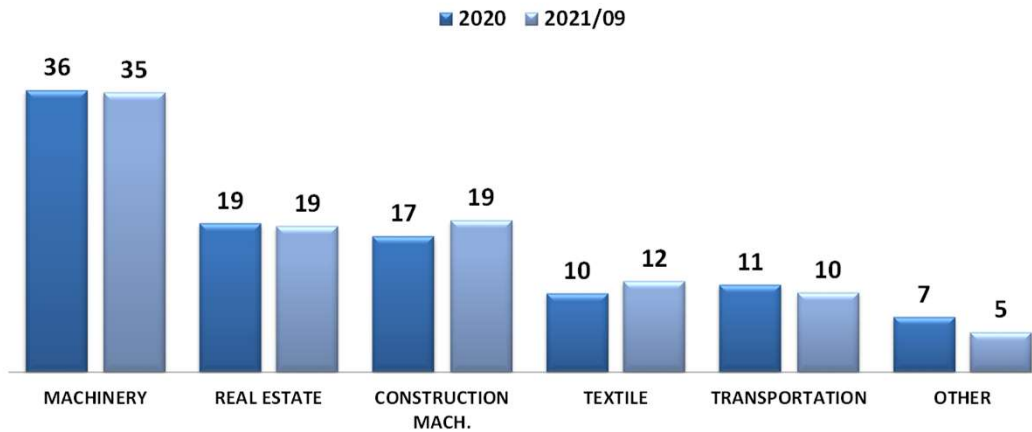


Industrial & Asset & Geographical Breakdown, %

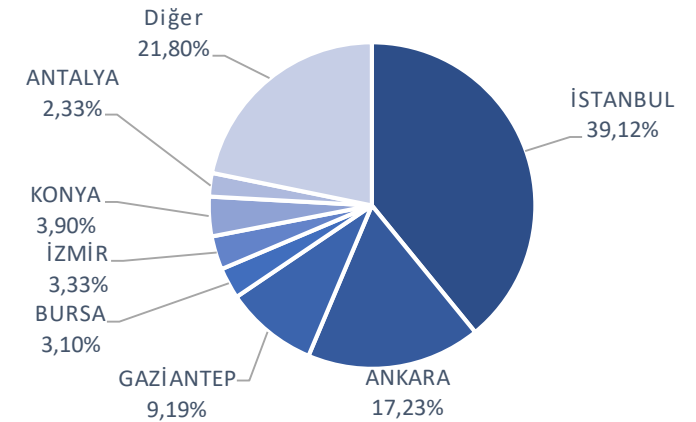
Sectoral Breakdown



Asset Breakdown



Geographical Distribution



Funding Structure

Strong relationships with both domestic and international banks

Efficient use of capital market instruments

Efficient hedging strategy against maturity, interest rate and FX risk by diversifying liabilities.

Allocation of special loan structures

Usage of alternative funding channels



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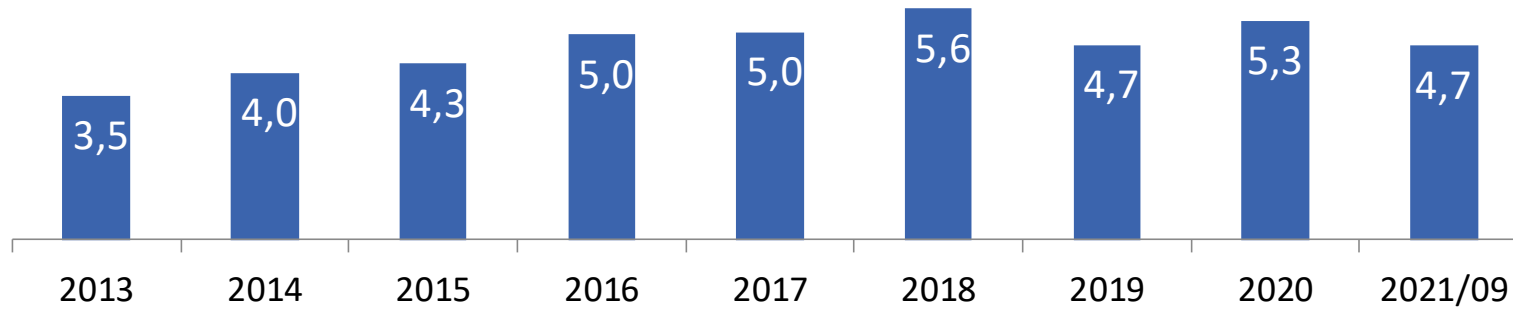
Financial Highlights

<i>TL Million, consolidated</i>	2019	30.09.2020	2020	30.09.2021	Δ
Leasing Receivables, Net	5.008	6.638	7.162	8.601	20,1%
Factoring Receivables, Net	3.160	4.080	4.417	4.707	6,6%
Non Performing Receivables	580	557	551	511	-7,2%
Provisions	462	536	558	633	13,5%
Total Assets	9.088	11.779	12.761	15.055	18,0%
Financial Liabilities	7.541	9.626	10.554	12.347	17,0%
Equity	1.274	1.501	1.718	1.904	10,8%
Net Interest Income	167	266	381	358	34,8%
Provisions Expenses	-312	-150	-197	-106	-29,3%
Consolidated net Profit	84	137	198	251	83,3%
RATIOS					
NPL / Receivables	6,6%	4,9%	4,5%	3,7%	
Provision Ratio	79,6%	96,4%	101,3%	123,9%	
Cost / Income	18,9%	41,4%	18,5%	28,0%	
ROE	7,0%	13,2%	13,2%	18,5%	
ROA	0,9%	1,7%	1,8%	2,4%	

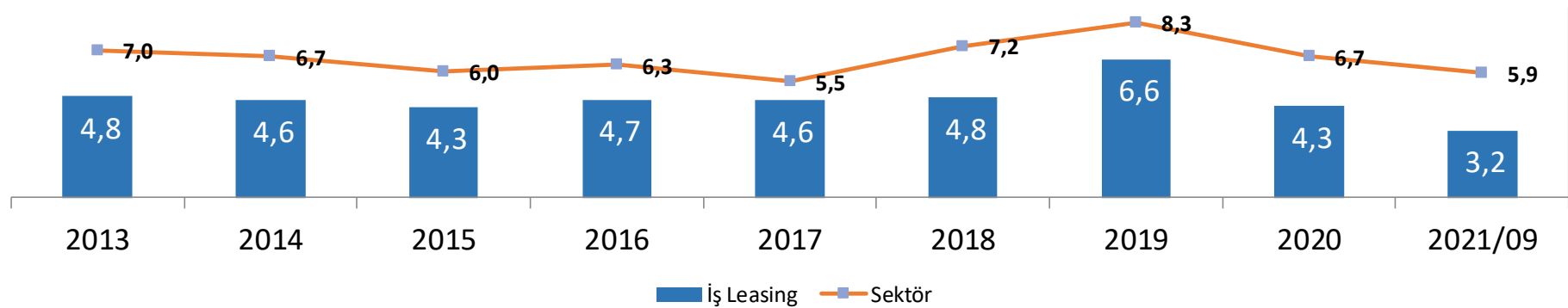
Solo Key Figures

(Million TL)	2019	2020	2021/09	Δ	2019	2020	2021/09	Δ
Financial Highlights	Sector				İş			
Leasing Receivables	48.721	57.278	63.738	11%	5.008	7.162	8.601	20%
Total Assets	58.176	70.277	80.387	14%	5.877	8.169	10.193	25%
Equity	10.376	12.431	14.081	13%	1.027	1.295	1.433	11%
Net Profit	1.125	1.502	1.643	9%	103	154	176	14%
NPL Ratio	8,3%	6,7%	5,9%		6,6%	4,3%	3,2%	
Debt/Equity	4,6	4,7	4,7		4,7	5,3	6,1	
ROE *	11,6%	13,7%	14,1%		11,5%	15,2%	17,9%	
ROA	1,8%	2,3%	2,4%		1,8%	2,3%	2,4%	

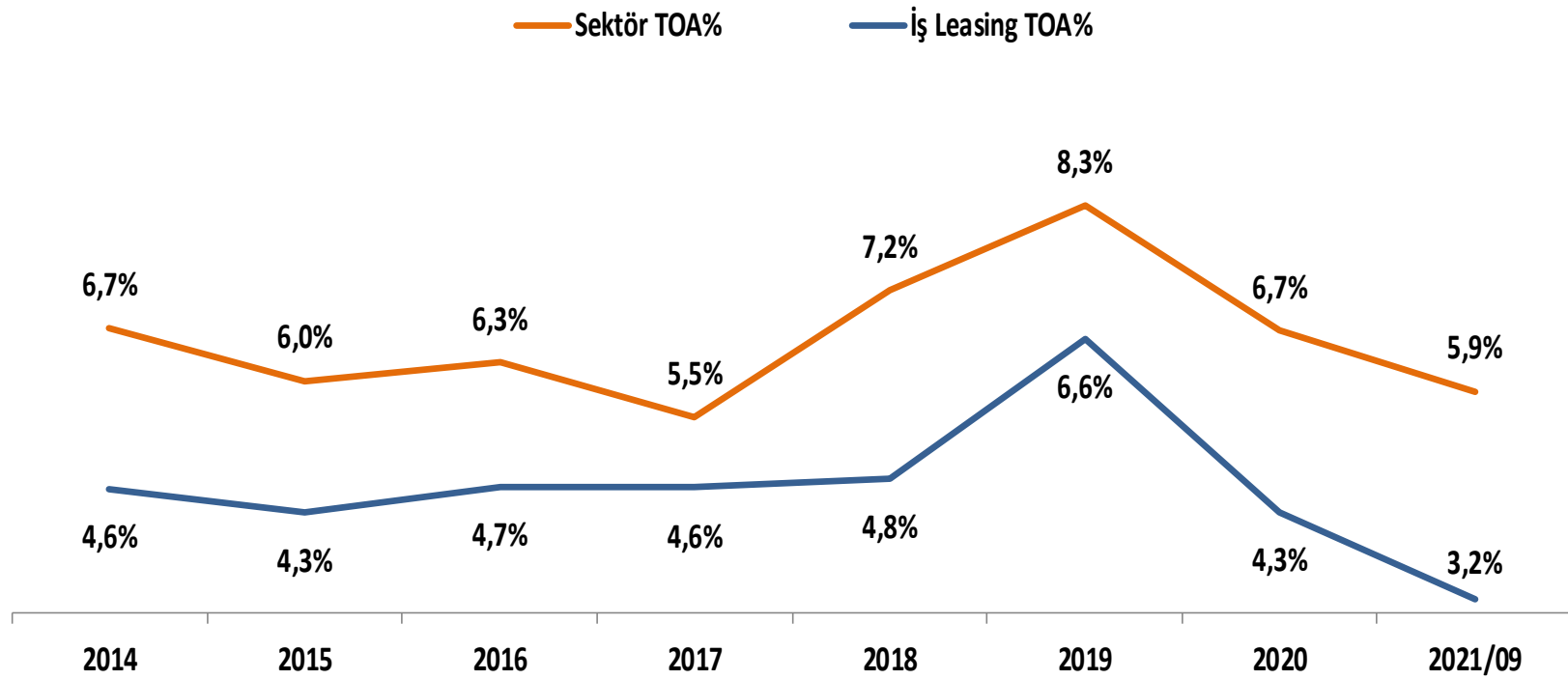
Leverage



NPL



NPL



Rating



Foreign Currency	
Long-Term	B+
Short-Term	B
Outlook	Negative
Turkish Lira	
Long-Term	B+
Short-Term	B
Outlook	Stable
National	
Long-Term	A+(tur)
Outlook	Stable
Support Score	4

Corporate Governance Rating (Saha-2020) : 9.21

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